

DEFENSE ELECTRONICS FOCUS GROUP MEETING

Date: Nov 6, 2007

Time: 9:00am – 11:00am

Location: One America Building (AUL Building)

Attendees:

Joe Dutkowski, NSWC Crane
Leonard Vanzant, NSWC Crane
John Crady, Next Wave Systems, LLC
Steve Walter, IUPUI – Fort Wayne
Don Takahara, Taylor University
Erica White, NSWC Crane
Ted Markley, Lockheed Martin
Brian Bailey, NSWC Crane
Bruce Menshy, Raytheon
Rich Boling, Techshot
Pete Bitar, XADs/AirBouyant
Brose McVey, Nexpointe Strategies
Lisa Laughner, Conexus Indiana

Actions are identified with a bold “**ACTION**”

Defense Asset Study Presentation:

Lisa presented the agenda and the Defense Asset Study final presentation to the attendees and congratulated Joe Dutkowski on the formation of the RF Consortium

Joe Dutkowski commented that 140 people registered for the RF Conference at IPFW on Oct 18th, 108 attended, representing 30 companies.

ACTION: Lisa to contact Byron Pipes → Purdue get a debriefing Defense Institute – Center of Excellence for RF

Opportunities

Lisa distributed copies of DARPA white paper opportunities.

Pete Bitar commented that SBIR failures don’t have much feedback

Brose M – Not much front end engagement either

John C: commented SBIR/STTRs are a low win rate – but they would go after it if the chances to win were improved

RB → The effort to go from SBIR Phase 2 to production is very difficult – don’t know how to do that.

Brian → Crane can be tech directed/focus with their existing program offices. Crane has a BAA out there right now – and do one of them for small businesses. Crane can't be an acquisition arm because their workload is maxed out + they can't grow this workforce. Crane is going after Army EW work

JD → How to get the word out? → Newsletter, conference?

Brian → Register with DOD tech match → they track + you can get your e-mail box full

Brose → How about mentor-protégé program or supply chain development in this space?
→ Consider networking/supply chain

John C → would rather have us send him the other company's capabilities
→ They put in a proposal with a couple other companies met at the meetings.

ACTION: Add link to OEM's small business liaison on the portal.

ACTION: Joe Dutkowski → Input for solicitation on an active array. Follow up with Lisa/Jason opportunity & get him names!

Biz Plan Review

No changes were made to the business plan. Comments:

JD → Express key needs + # jobs

→ concerned about getting lost in the mud if there's not a P3 for defense electronics

PB → If it's efficient + effective

ACTION: Bruce – will bring his supply chain guy to the next meeting

ACTION: John → will send you their proposal story
Slot – Optical Tech out of Scottsburg

Other:

ACTION: All send opportunity list + presentation by end of day

The group agreed to participate in the database

Next meeting date to be targeted for mid January.